



NAVSUP

NAVAL SUPPLY SYSTEMS COMMAND

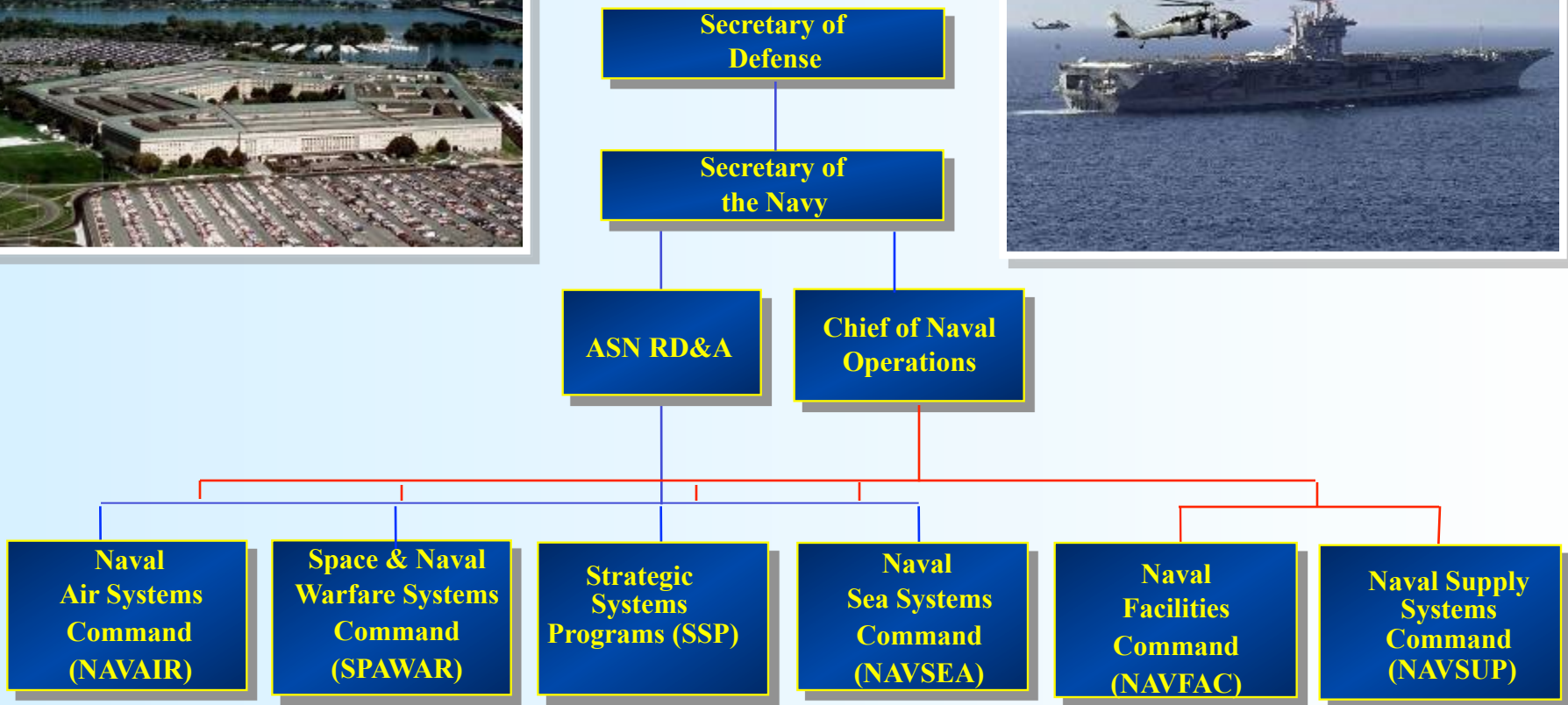


Ready. Resourceful. Responsive!

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WHO WE ARE...

Organizational Fit Within Navy



WHO WE SERVE...

Our Principal Customers

- ◆ *Fleet operating units*
- ◆ *Aviation depots*
- ◆ *Shipyards*
- ◆ *Air stations*
- ◆ *Weapon stations*



- ◆ *Expeditionary forces*
- ◆ *Regional maintenance centers*
- ◆ *Warfare centers*

- ◆ *Shore installations/commands*
- ◆ *Sailors*
... and their families

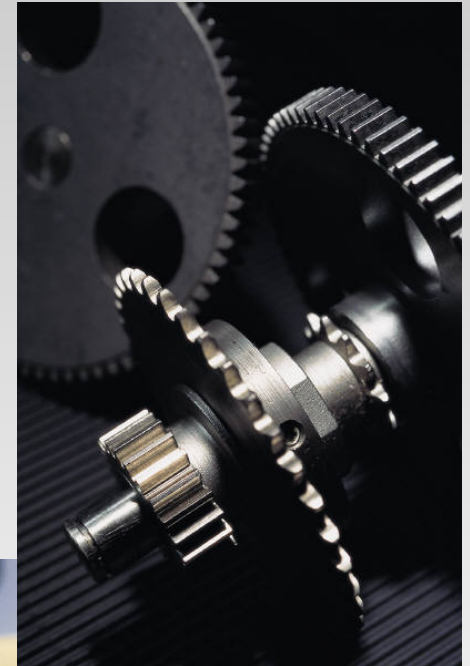


NAVSUP BUSINESS DIFFERS FROM OTHER NAVY COMMANDS

- **Headquarters does not buy- field activities buy for a geographical area, OR- specific Navy customers**
- **We no longer warehouse parts- DLA now has the function**
- **We buy a wide variety of supplies and services, including medical, oceanographic and retail items
(we are greatly interested in “green”)**
- **We are the Navy’s expert on ERP, Strategic Sourcing and AbilityOne**
- **We buy all “other” goods and services not assigned to specific system commands**

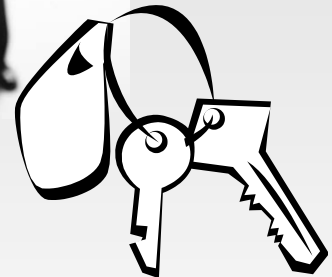
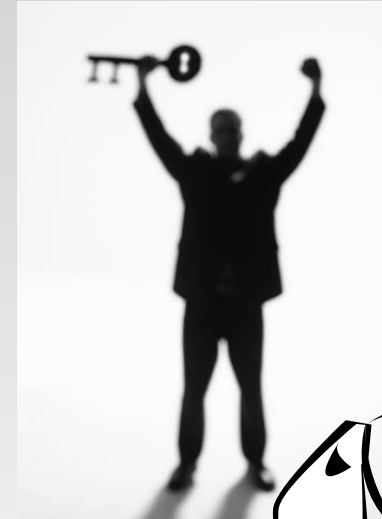
ARE YOU READY TO MARKET TO THE GOVERNMENT?

- **Certifications? (Size and NAICS)**
- **Registrations? (CCR, ORCA)**
- **Identifiers? (CAGE, DUNS)**
- **Capability/Capacity?**
- **Business Strategy?**
- **Market research?**



GET SMART!

- Do you know what we do?
 - Help me help you by telling me what you do best
 - Focus!!!
 - Always follow up!
 - Say what you do, do what you say
- Know your competitors
 - Who are they?
 - Strengths? Weaknesses?
 - Review brochures, websites, SBA Dynamic Search Profiles
- Know your customer's regs/procedures
 - Special registrations required?





USE AVAILABLE RESOURCES

- **Small Business Administration (SBA)**
- **Procurement Technical Assistance Centers (PTACs)**
- **Service Corps of Retired Executives (SCORE)**
- **Small Business Liaison Officers with prime contractors**
- **Industry organizations**
- **Published Acquisition Forecasts- www.navsup.navy.mil, click “Business Opportunities”**
- **Published professional opinion papers/scientific research papers**
- **Procurement Conferences- NAVSUP co-sponsors “City of Harrisburg Small Business Expo” each March**

WHERE DOES THE NAVY POST OPPORTUNITIES?

- All Federal opportunities: Find Navy and other opportunities at
<http://www.fedbizopps.gov>
- Navy opportunities only at
<http://www.neco.navy.mil>



FINDING MORE OPPORTUNITIES

- Market Surveys/ Future Opportunities (RFIs)
 - Call us early and often
 - Respond to RFIs...YOU might make the difference in whether we reserve the requirement for small business
- Open Solicitations
 - Prime or Teaming with other smalls
- Awarded Contracts/Bidder's Lists
 - Subcontracting opportunities
- Acquisition Forecasts
 - Look for recurring contracts that expire in the next 2 years



HOW DOES THE NAVY BUY ITS OFFICE SUPPLIES?

Navy Policy effective May 1, 2006, “all Department of the Navy purchases of office supplies by appropriated fund activities will be limited to the various contracting vehicles available on the DoD EMALL Navy Corridor or from existing base supply stores or ServMarts (15 BPAs, 13 of them SB)



DoD EMALL web address:

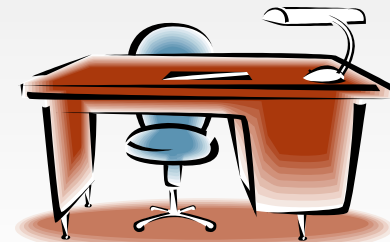
<https://emall6.prod.dodonline.net>

We are not currently adding any new vendors, but may at some point in the future. Note that you must have a GSA schedule in order to be eligible for addition to the Navy Corridor BPAs

Do you have a product to market to the military post exchanges?
-www.mynavyexchange.com

FURNITURE - BPAs

- On 19 April, the Navy awarded a suite of 119 Furniture BPAs under the GSA's Federal Supply Schedule Program
- BPAs were solicited with announcement made through GSA eBuy system to vendors holding Federal Supply Schedules and through FEDBIZOPS
- Solicitation included four regions which allowed increasing award opportunities for small businesses
- Specific contracting authority delegation and NAVSUP policy requires Naval Facilities Engineering Command (NAVFAC) and Fleet Logistics Center (FLC) contracting offices to use these BPAs



INTEGRATED LOGISTICS SUPPORT SERVICES – Global Business Solutions (GBS) Contract

- The Navy has developed a sourcing strategy for Integrated Logistics Support based on improving competition and use of more appropriate contract types

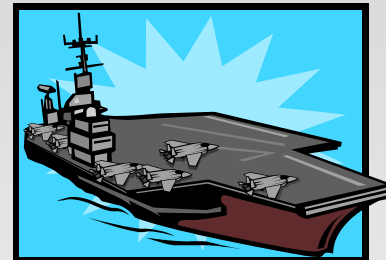


No Navy-wide mandatory policy

- A Navy-wide multiple award IDIQ solution – GBS contract
 - ✓ Firm Fixed Price or Cost Plus Fixed Fee orders
 - ✓ Solicited as 100% small business set-aside
 - ✓ 4 geographic regions maximizes number of awards

STANDARD PROGRAM MANAGEMENT SERVICES

- The Navy is developing a sourcing strategy for Standard Program Management services aimed at increasing competition and use of more appropriate contract types



- No Navy-wide mandatory policy
- Goal is to use Performance Work Statement (PWS) templates for improving competition and contract definition
- Emphasis on using existing contract solutions such as SEAPORT-e and increasing competition
- Small business is well represented on SEAPORT-e

IT DEVELOPMENT & SUPPORT SERVICES - IDIQ CONTRACTS

- The Navy is developing a sourcing strategy for IT services based on improving competition and maximizing use of existing solutions
- No Navy-wide mandatory policy
- Strategy recommendations emphasize using contract solutions, such as GSA Alliant which of small business contracts
- Goal is to increase competition and reduce costs
- Other existing solutions being evaluated based on cost benefit and small business opportunities



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Questions?

A blue-tinted image of an F-35 fighter jet in flight, positioned on the left side of the slide. Overlaid on the jet is a yellow target symbol consisting of four concentric circles with a solid yellow center.

Delivering Combat Capability through Logistics

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